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Introduction

Sooner or later everybody has to buy a new car. It doesn't matter if it's your third new car or your first, it is inevitable.

Of course, everyone knows that there is an art to buying a new car that everyone must know sooner or later.

Every car buyer knows that there are tricks to getting a car at a reasonable price. Dealerships and private sellers rarely mark the car's actual worth.

Instead, they mark the price up a little so that they can clear a good profit for themselves.

Some dealerships mark the prices up to be able to offer their salesmen better incentives to sell the cars for them.

Whatever the reason, almost all dealerships can be talked down on their initial prices, if you know how to haggle properly.

The savvy buyer will know that they can talk the dealership's prices down a little bit, if he/she knows the dealer's lingo and tricks beforehand and shows that he/she are prepared to deal with them.

Salesmen are there to try and hustle a good price for the company, while you are trying to hustle a good price for yourself.

If you have ever wanted to get your money's worth out of buying a car, then this will be your comprehensive guide to getting through all of the bull and getting a car at a good price.

Most of the time, it isn't even just the deal of buying a car that is the problem. Dealers and salesmen have a way of getting extra money out of you for the "extras".

Many people don't even realize that they purchased the extras until it's too late.

Auto Cons

Salesmen speak their own language, and to know when you are being sold on something that you don't want, you need to know how to speak the same language as the salesmen do. This guide will teach you how to get through that barrier once and for all so that you will never again be oversold on a car or anything else you want to buy. In this guide you will learn:

- How to spot a scam from a dealer or salesman
- The best time of the year to buy a new car
- How to get a good purchase price
- Get tips to financing a new car
- How to give your opening price

Buying a car doesn't have to be scary and it doesn't have to be the worst experience of your life. Many people dread buying a new car because they know that they are likely going to get ripped off.

You don't have worry about it anymore because this guide will teach how to avoid that very problem.

So You Wanna Buy A Car?

The first thing that you should know when you want to buy a new car is that both you and the dealer are looking to get the better end of the deal.

If you don't learn anything else from this book you will learn how to walk away from the deal with both sides being satisfied.

A good deal is a win, win situation for both parties. Most of the time it is the buyer that leaves unsatisfied.

In this day and age a car is no longer a luxury, but a necessity. You will likely have to purchase a new car more than once in your life, so you might as well learn to do it in a way that will make buying the cars less painful.

If you are looking to buy a car you should begin with these tips.

1. You should purchase your new car at or around Christmas time because with everybody buying their Christmas presents, not many of them are looking to buy a new car, and it forces dealerships to up their sales strategies.

Salesmen are more willing to haggle down to your prices to close the deal.

2. You can also get a good deal from July to October because that is the time of year when dealerships are trying to get rid of their inventory to make way for the new models.

3. Purchasing a car online is becoming a great way to get a new car. Just wait for good rebates and incentives online and shop around.

Print out your information from the best quotes and bring it to the dealer that you are most willing to work with.

Bringing in lower quotes from another company might be your best bet in getting a good deal.

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4. You should visit <http://www.FightingChance.com> if you are hoping to find new car prices, dealer incentives, and the best rebate offers.

This site is the first place that you should go for great advice on buying a car. It's even more informative than the Kelley Blue book. This program for buying new cars can literally save you thousands of dollars.

5. A good place to start when going into a dealership is to bring a copy of your credit score with you.

It can lower your interest rates on your car loan. Your car dealer should not know more about you than you do.

6. You can avoid a common scam that dealerships pull. You will often hear that your financing fell through and that you have to respond by paying more money on your loan.

Don't believe it. It's another reason for you to get a copy of your credit score.

7. Another common scam by dealership salesmen is for them to tell you that they have found you a lower rate, but that they want you to re-sign your loan papers.

Usually, that is a downright lie. Once they pull up your financing information, they have the upper hand if you don't know the details about your credit information.

You can get a copy of your credit information online at <http://www.equifax.com> for about \$10-\$15. It's better to pay \$15 now than thousands later.

8. Don't bring in a car for trade in if you still owe money on it.

The dealership rarely pays the rest of the loan on time which will result in you having to pay a great deal of late fees to the bank.

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If you do decide to bring a car in that you owe money on, get it in writing from the dealership that they will pay the balance on the car within 10 days.

9. Sometimes a dealership may not have all of your options and must order the car directly from the dealership.

If this happens they will often ask you to pay \$500-\$1000 for a deposit on the car.

Try not to pay more than \$500 and be sure to pay with a credit card because sometimes the dealership will tell you that there was a price increase on the vehicle and will want more money.

If you pay with a credit card you have room to dispute the amount being taken from you. If you pay by check, you can just consider the money gone.

10. You should never buy a car when you are in desperate need for one because a dealer will see that and take advantage.

You should never wait until an old car is dead before searching for a new one because you should give yourself time to shop around for one and get the best deal possible.

Desperation often clouds your judgment.

What You Should Never Do

There are many things that you don't want to see a dealership do to you as a buyer, but there are some things that you should not do as well, if you don't want to alienate the dealer.

Here is a list of "don'ts" that you should abide by if you are really looking to get a good deal.

- Don't try to pull one over on the dealer by lying about the condition of your trade in vehicle. It is just a lie that you can't get away with, and could cause many cost increases later.
- Don't bother looking for a car if you have had a recent bankruptcy because you will not get approved anyway.
- Don't give the dealership a deposit and then try to take it back for no reason because you should have researched the car before making the purchase. You can also lose money on the return.
- Don't bother lying about your debt load and credit rating because they will check it anyway.
- Don't offer any money for a car unless you already know the dealer cost because you are setting yourself up to get ripped off.

Common Phrases and Word Games

Buying a new car is just like buying anything else on the market.

Salesmen are trained not to take no for an answer, and many word games and phrases come into play in order for them to get you to close the deal.

Advertisers and marketers are there to mess with your head so that they can make you buy things. Some of the best words and phrases that make a consumer buy products are amazingly well worded, while others are not.

Think about it - when marketers use carefully written strategies, you can often think that you are getting a deal, when in actuality you could be paying more.

Sometimes a marketer will offer a 50% off deal on a piece of merchandise, but in actuality the price of the object has been increased in the first place.

If a company marks up the price by 52%, and sells it for 50% off of that price, you are actually paying 2% more for the item than it originally cost.

This is a very common way for car dealerships to work. They may offer a \$3000 cash back deal on your trade-in while the other fees and interest rates will be higher than you may want. Basically while a dealership may offer great trade in prices, they will get you with the other fees.

Dealerships have many ways to scam a buyer, let's look at the top 10 scams that dealerships pull on you ...

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